

Fig. 1

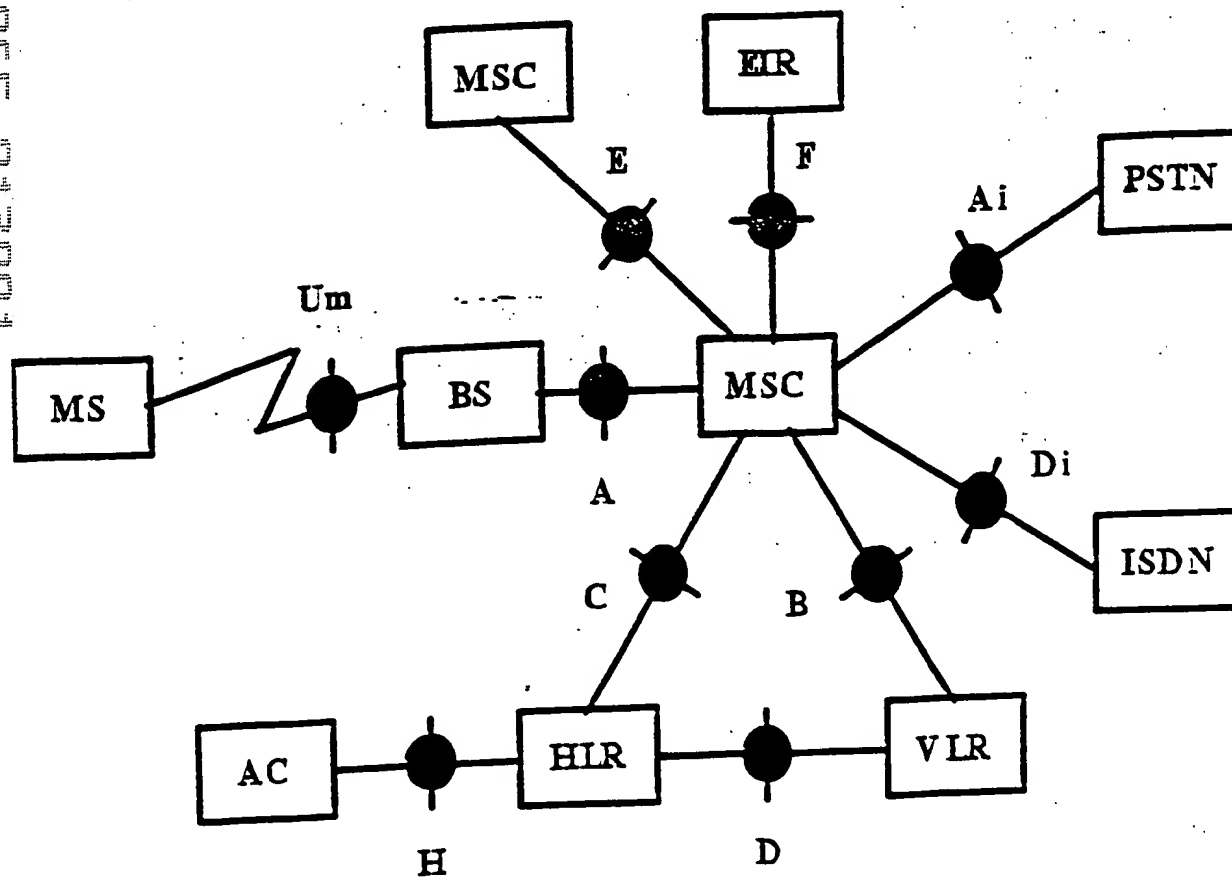


Fig. 2

00000-5502260

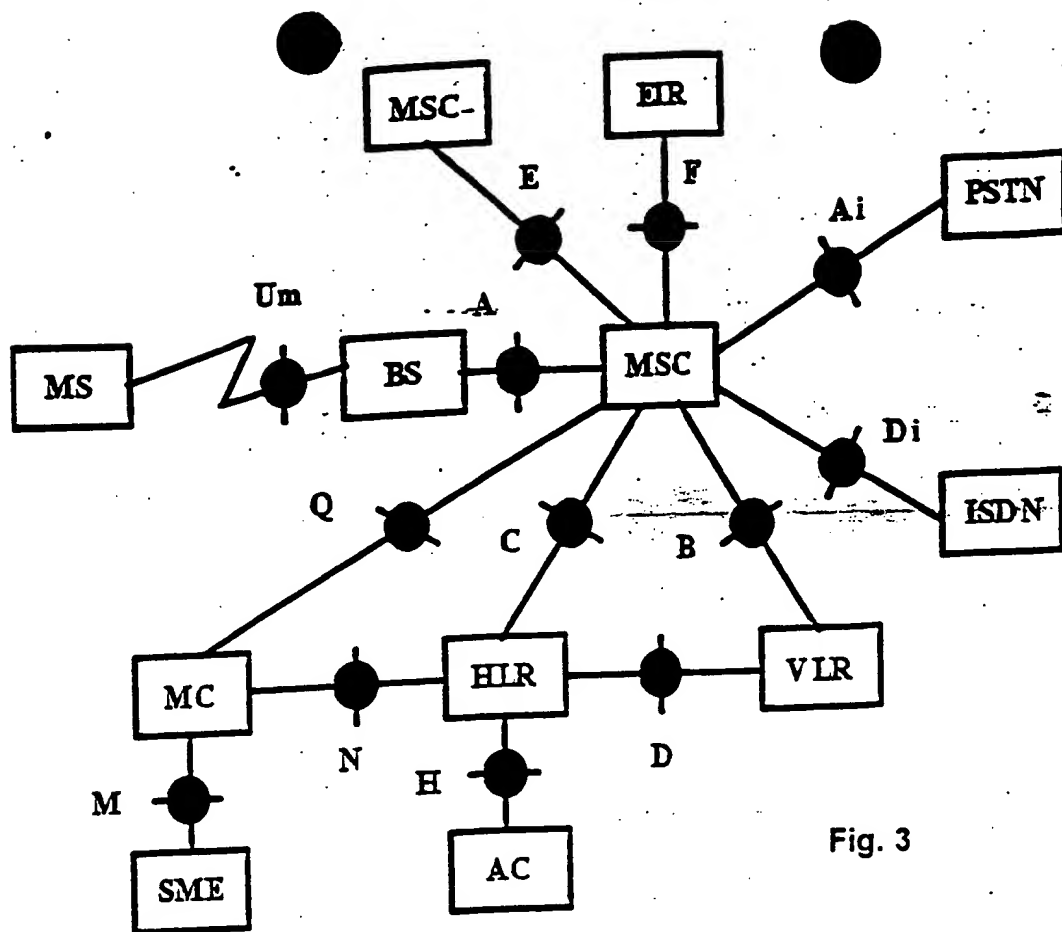


Fig. 3

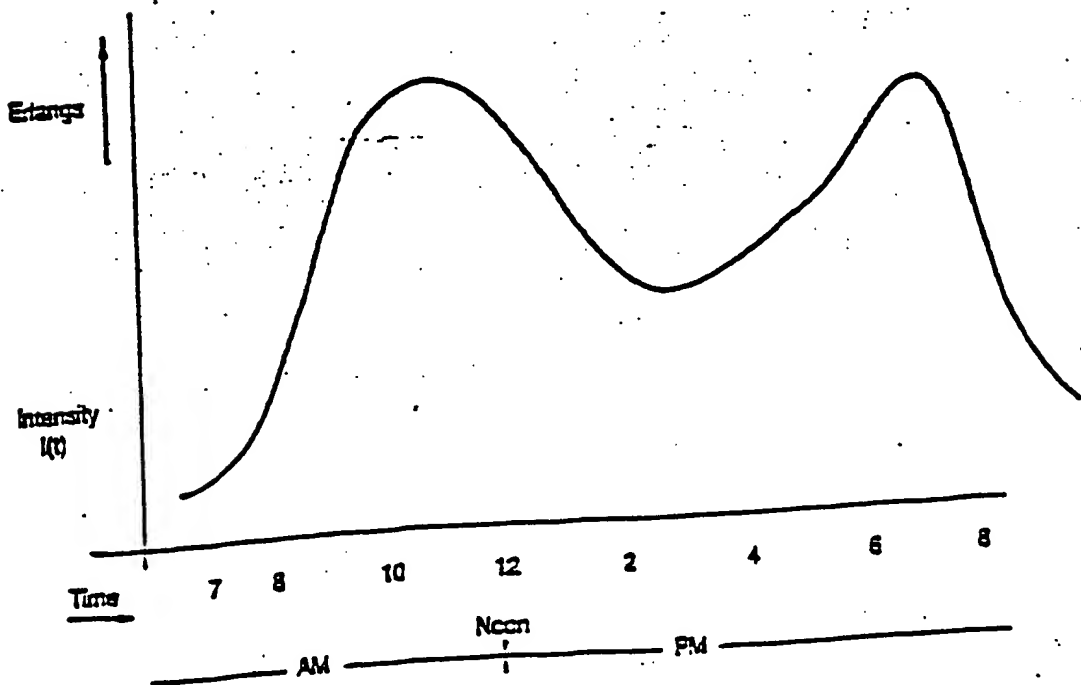


Fig. 4

00000-5902260

BNA Usage (9/00)

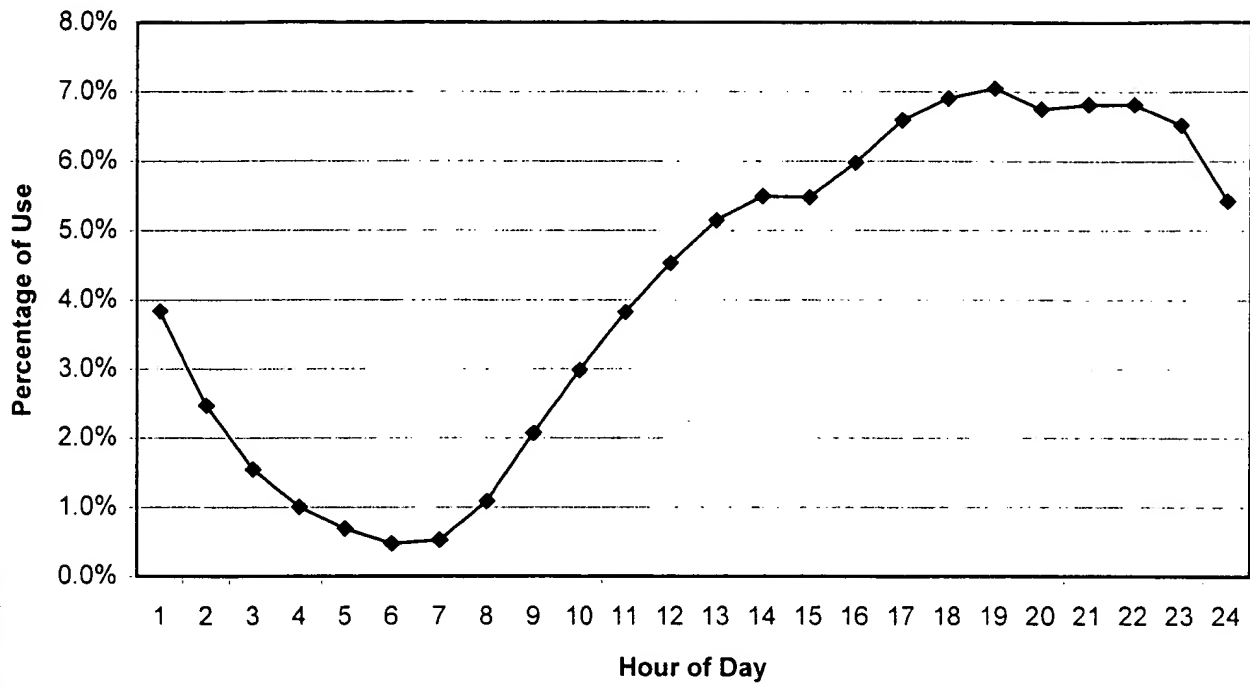


FIG. 5

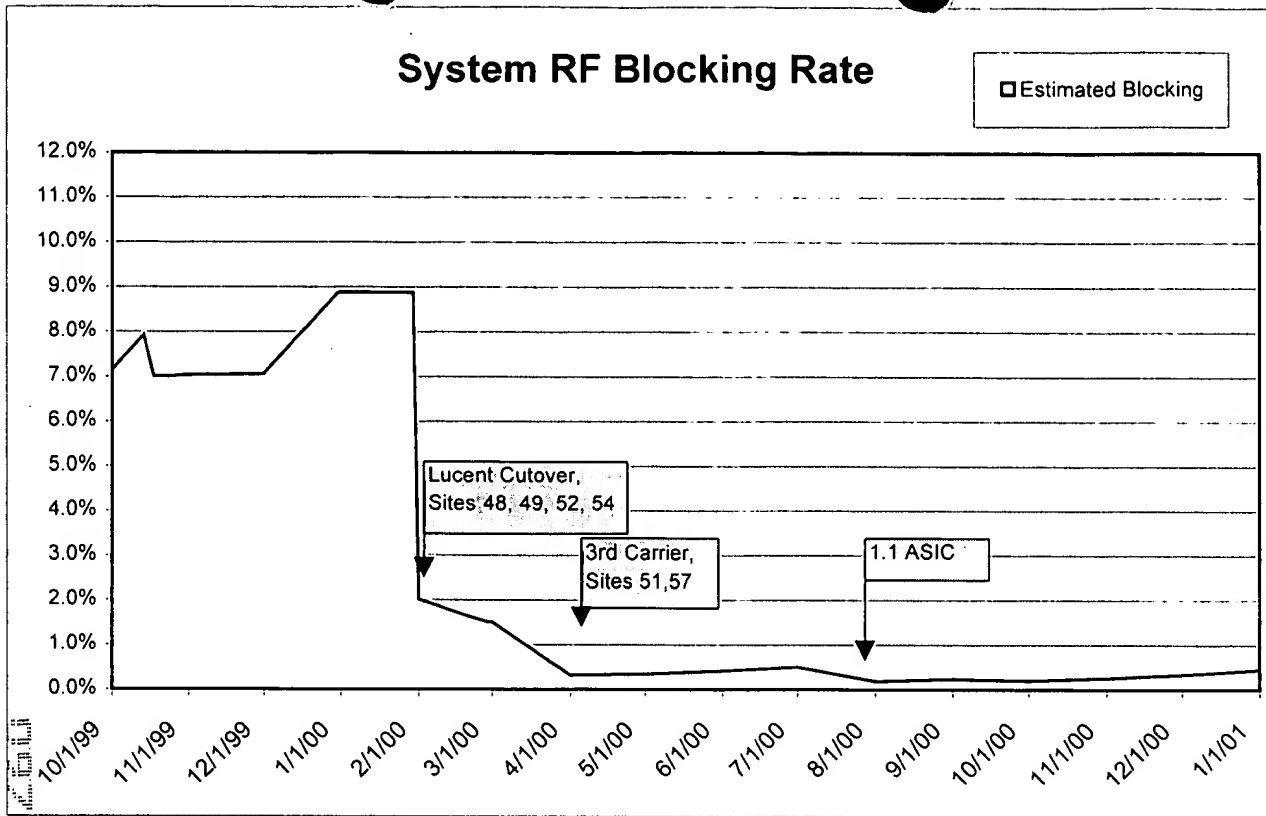


FIG. 6

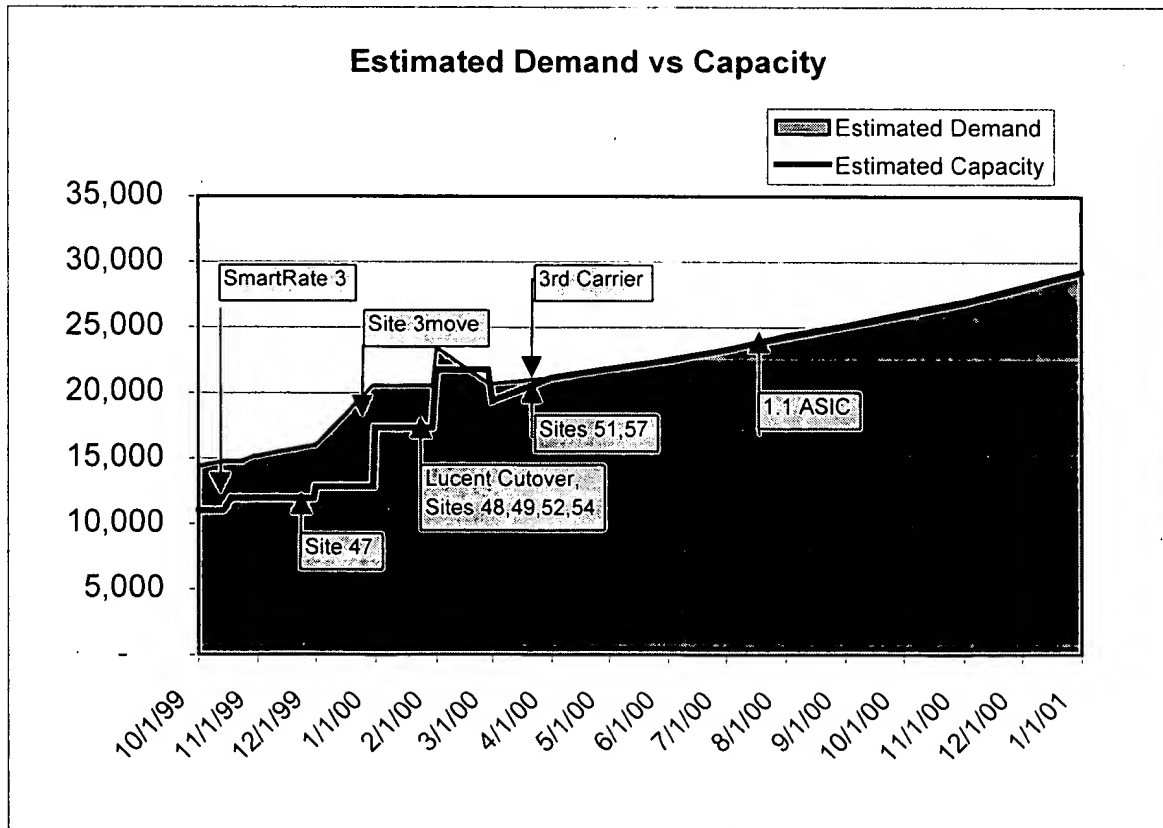


FIG. 7

0072065-013001
FOUO 5502260

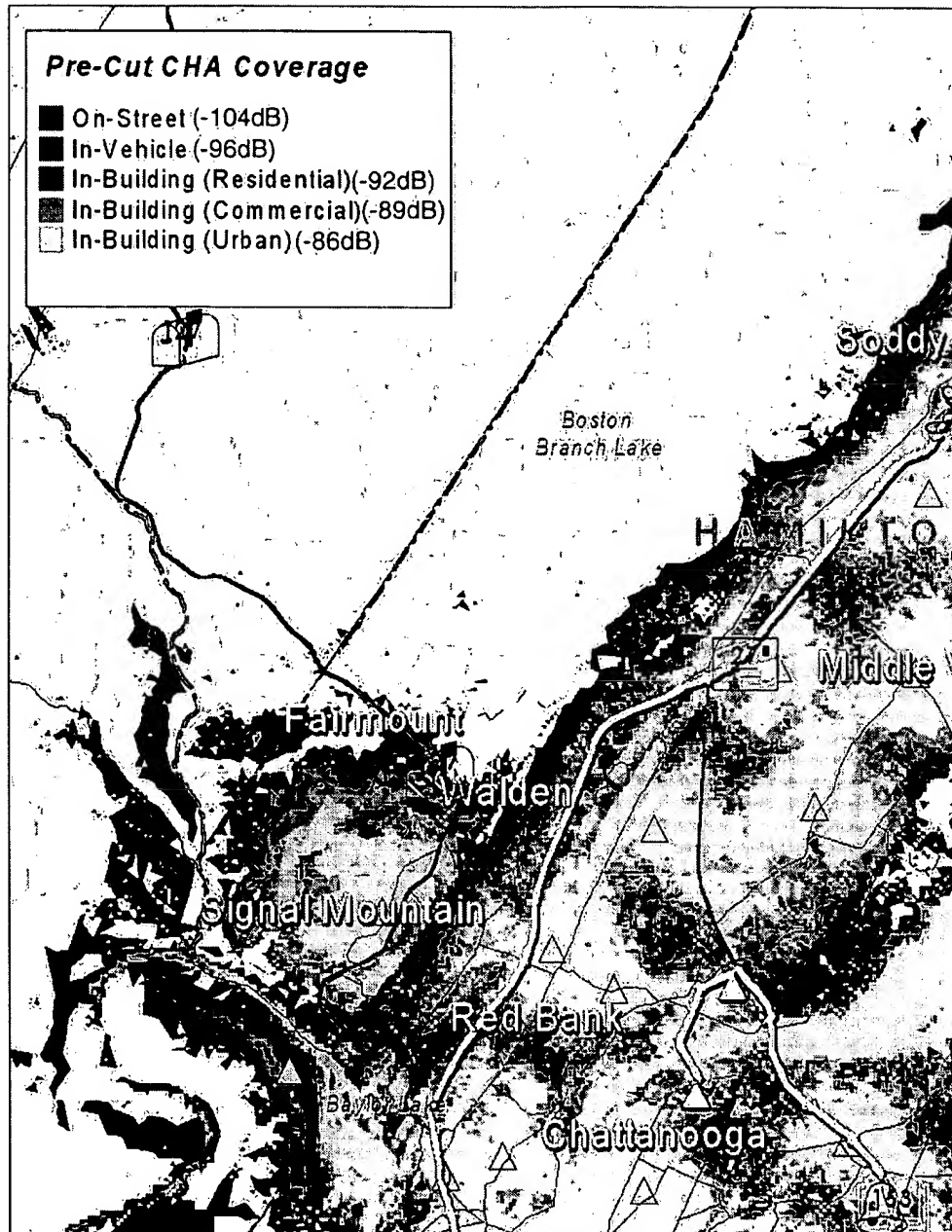


FIG. 8A

09772065-013001

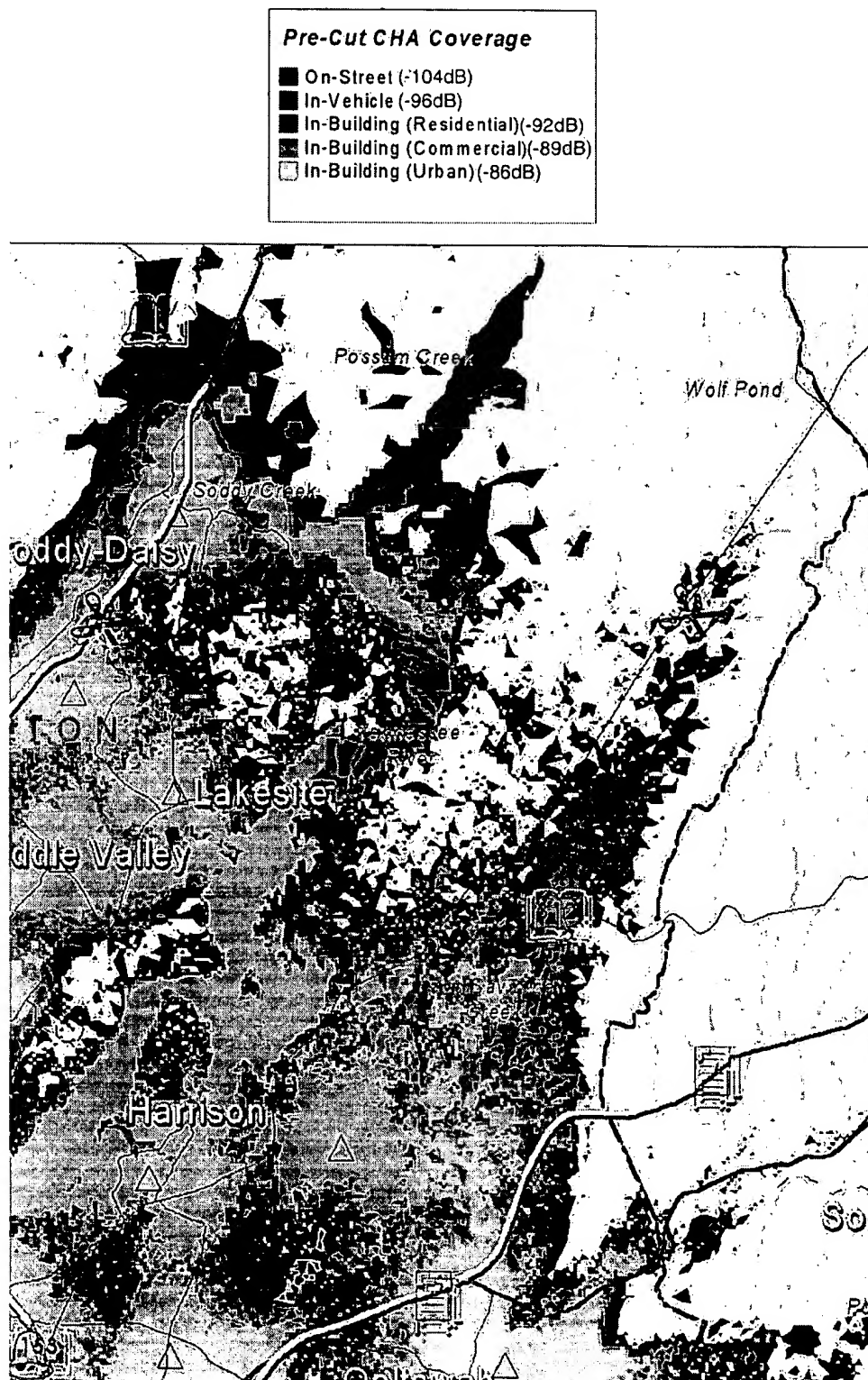


FIG. 8B

0972065-013001

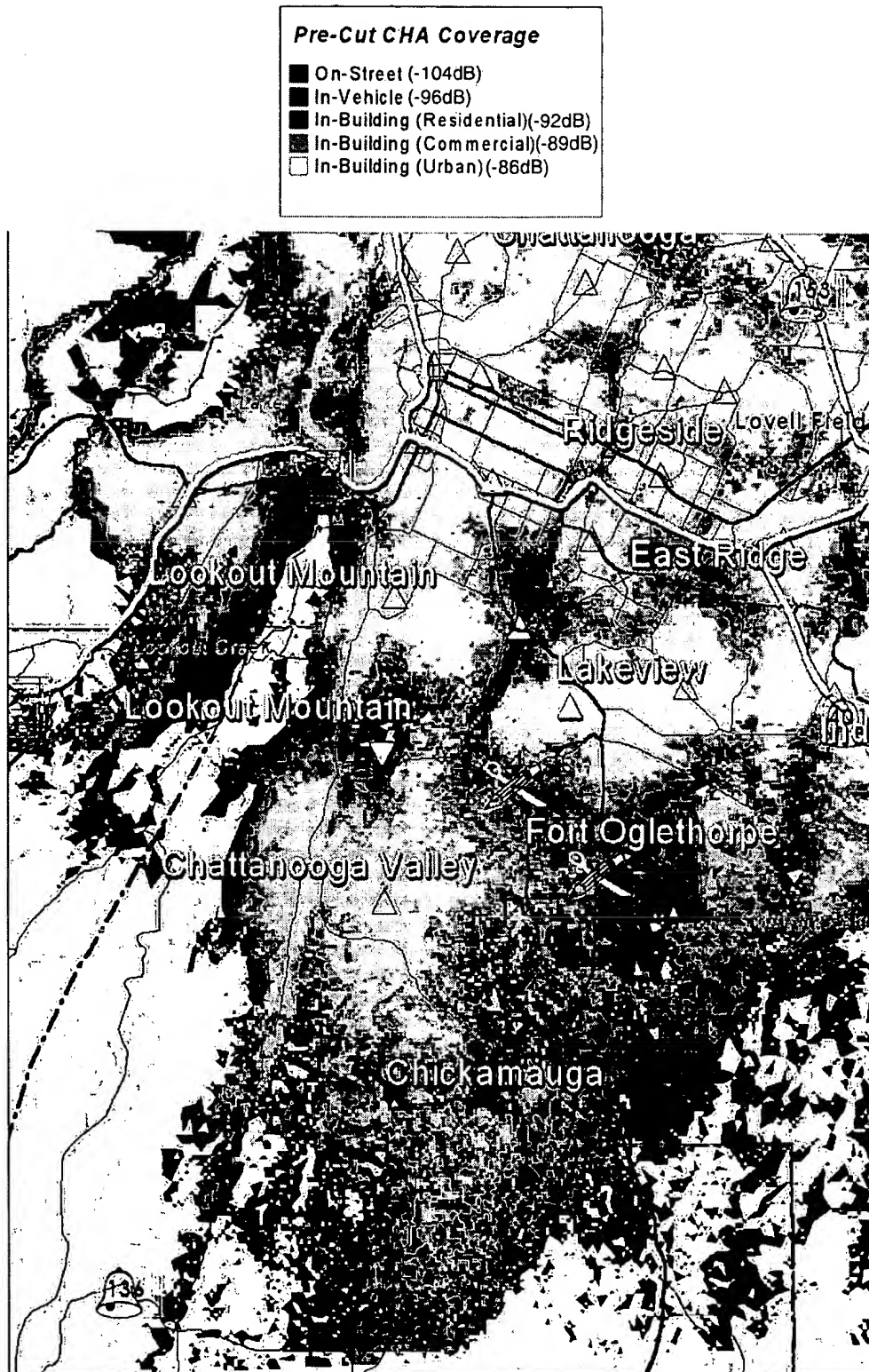


FIG. 8C

0972065-01001
100E10-5902460

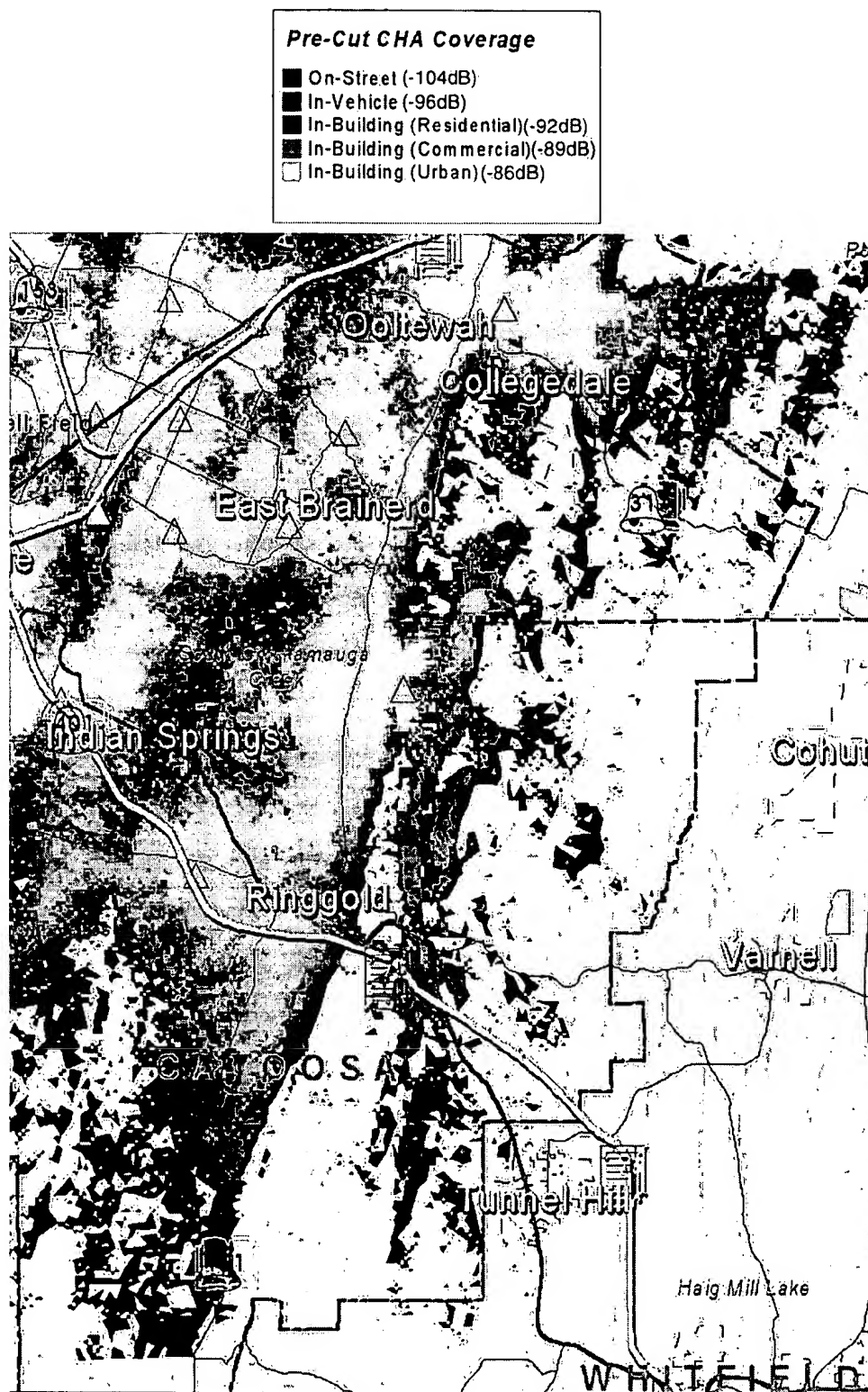


FIG. 8D

0972065-013001

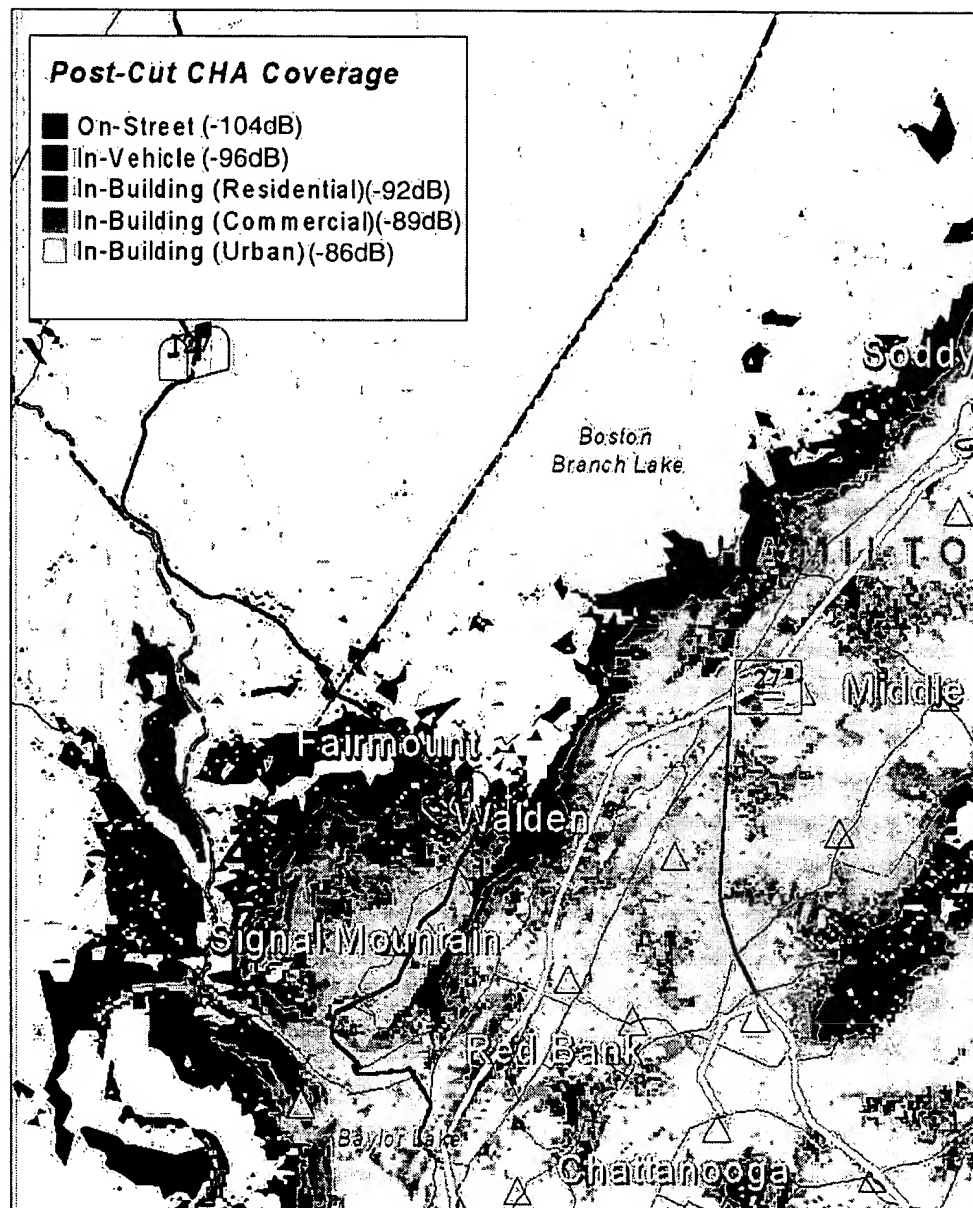


Fig. 9A

0972065-013001

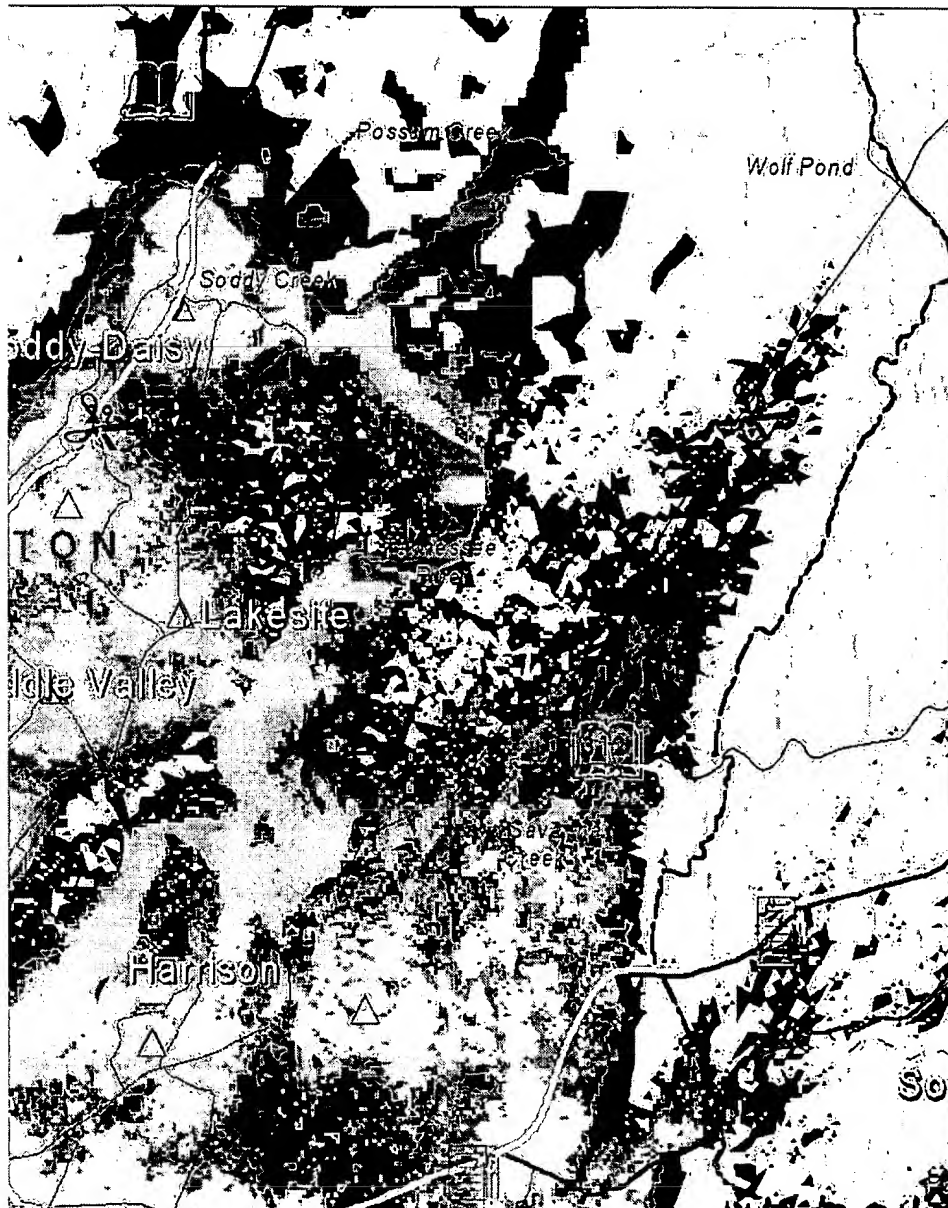
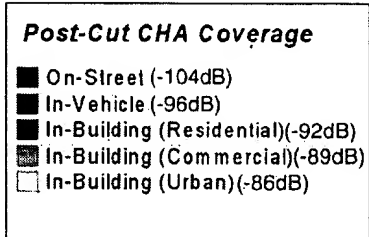


FIG. 9B

09772065-013001

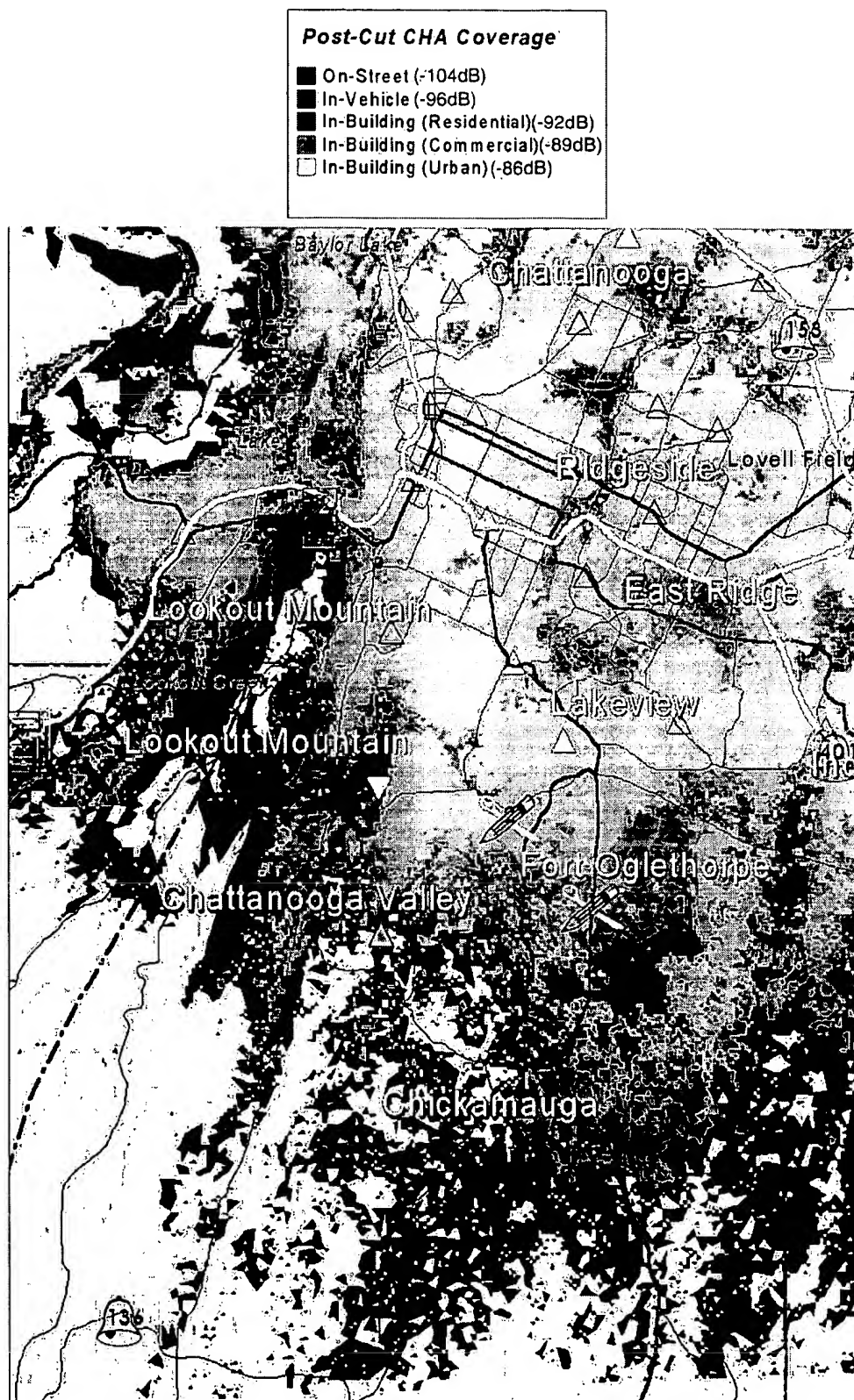


FIG. 9C

0972055-013001

Post-Cut CHA Coverage

- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)

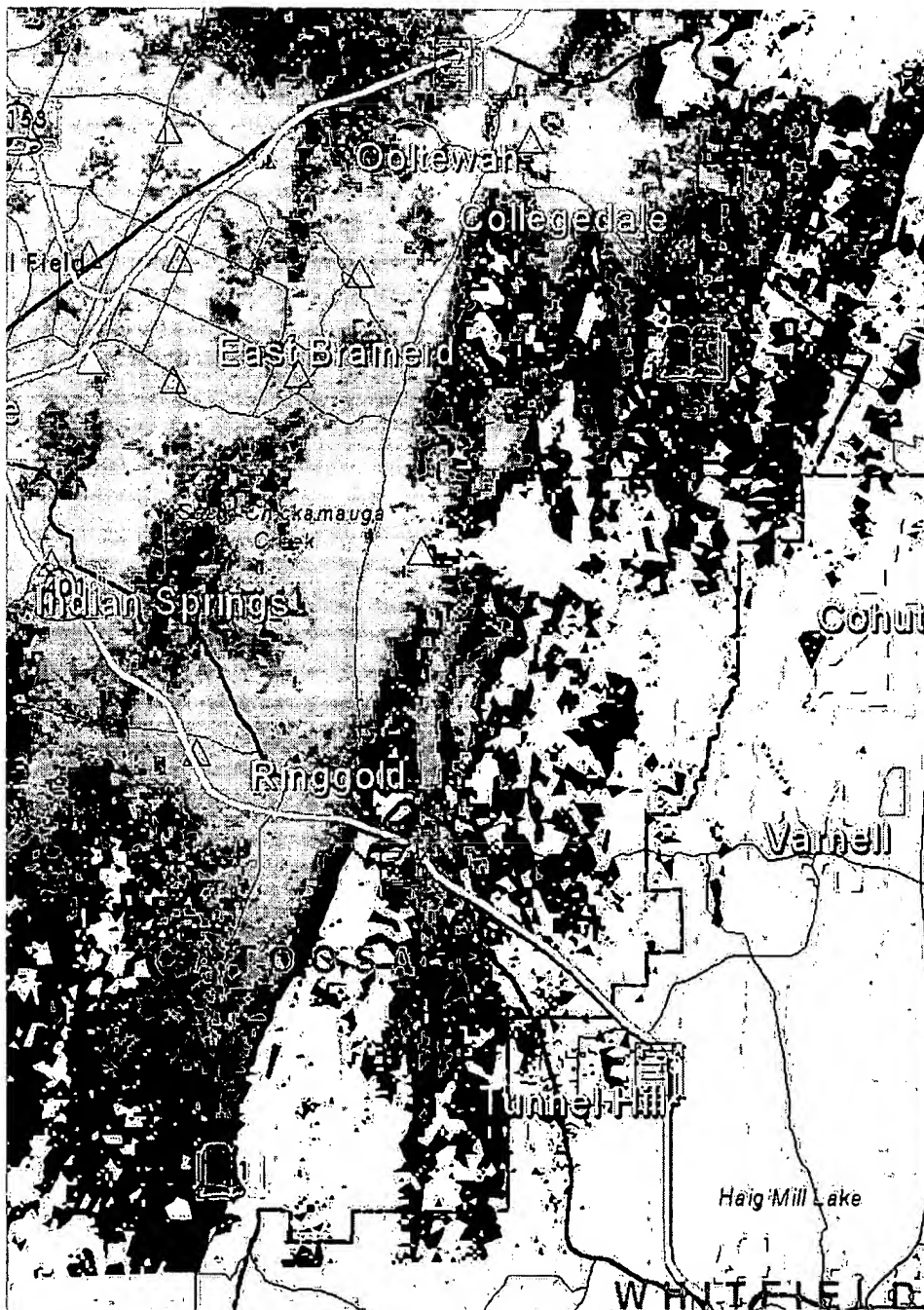


FIG. 9D

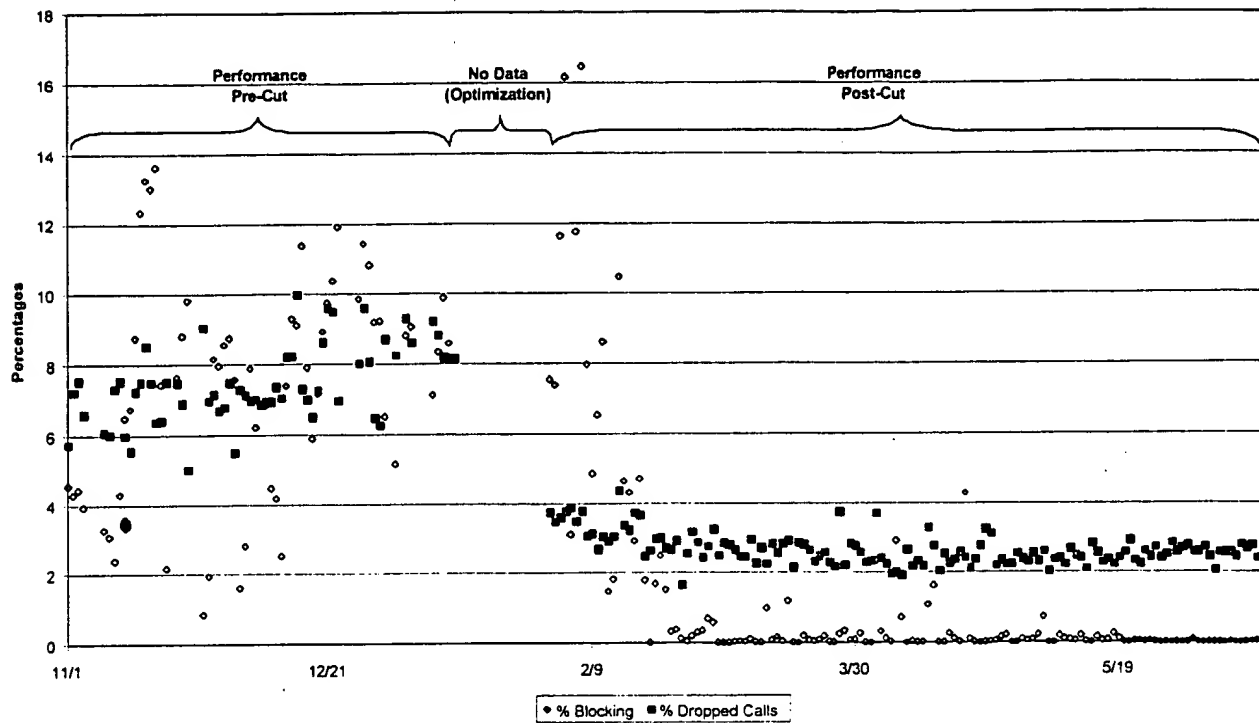


FIG. 10a

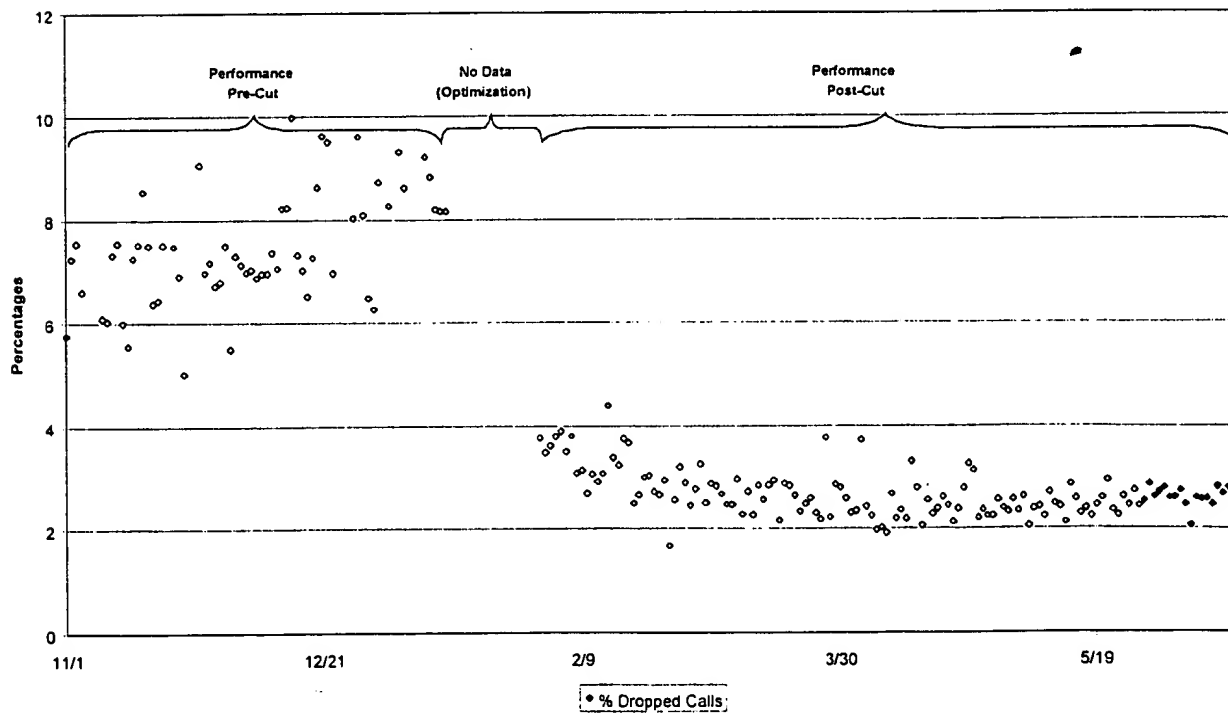


FIG. 10b

FIG. 10a-5902260

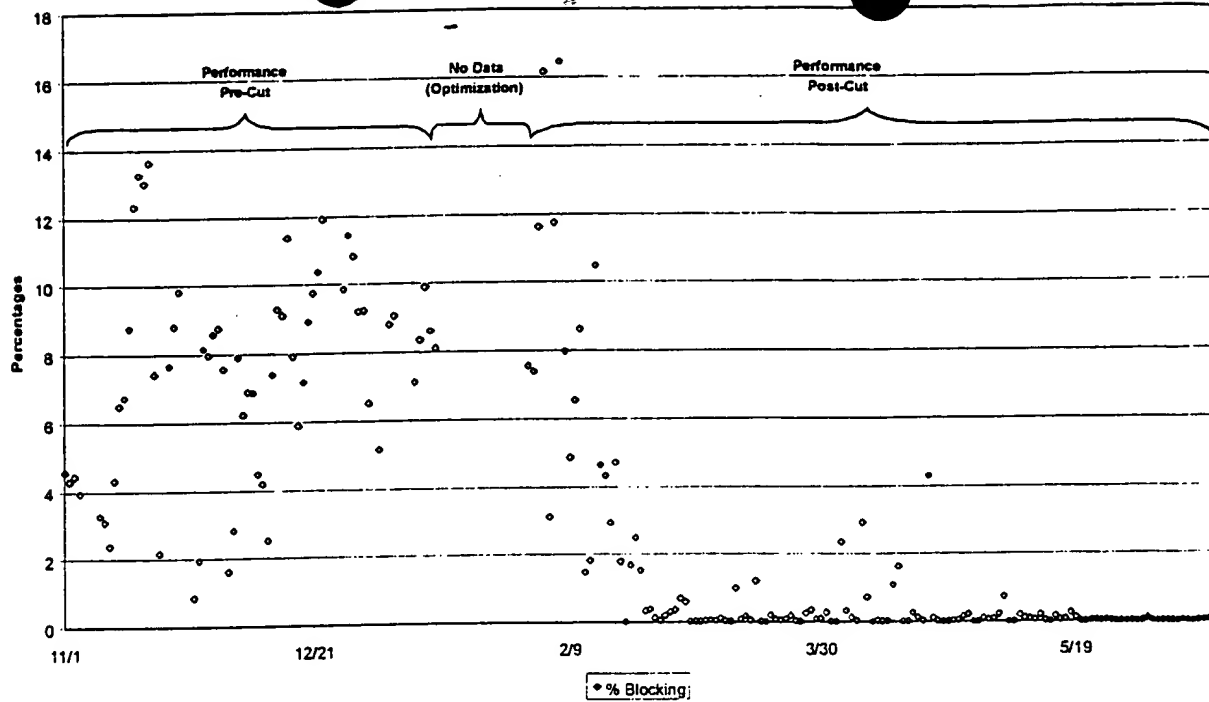


FIG. 10C

0972662660

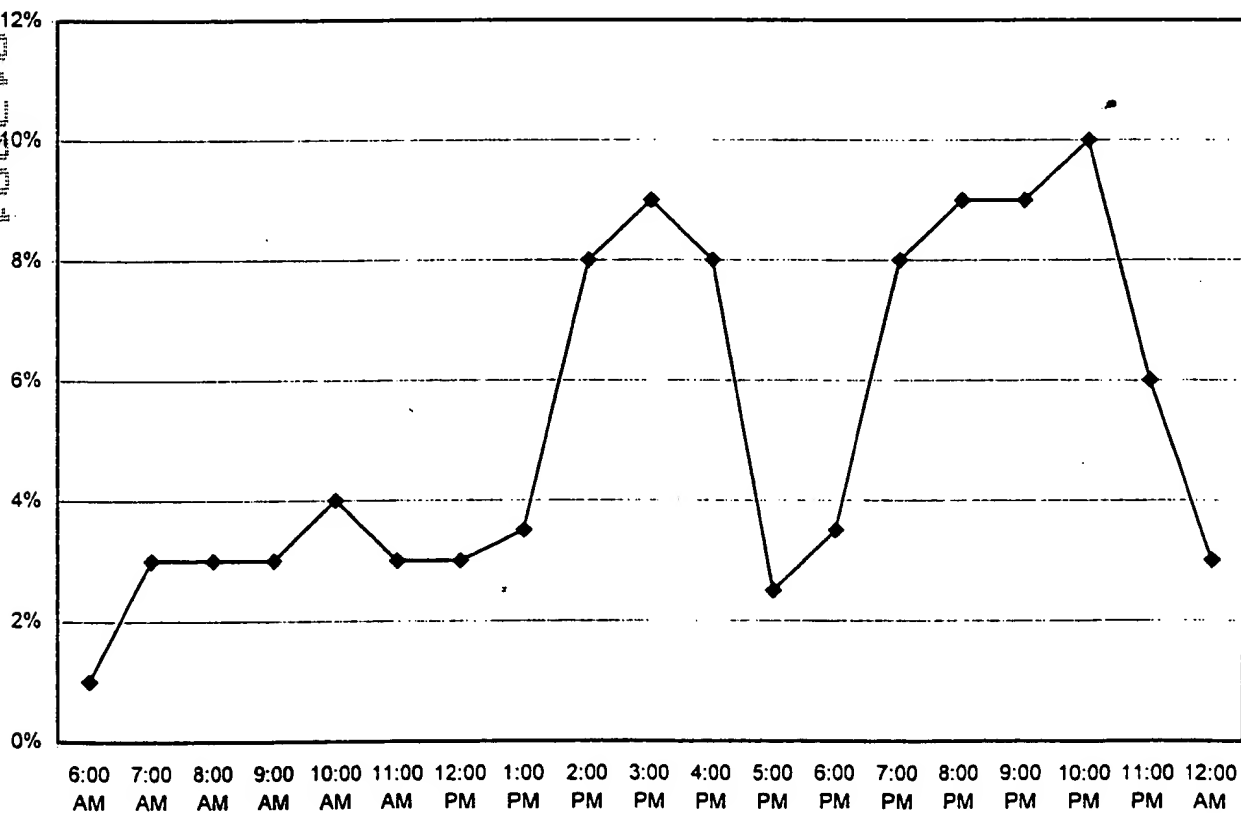


Fig. 11

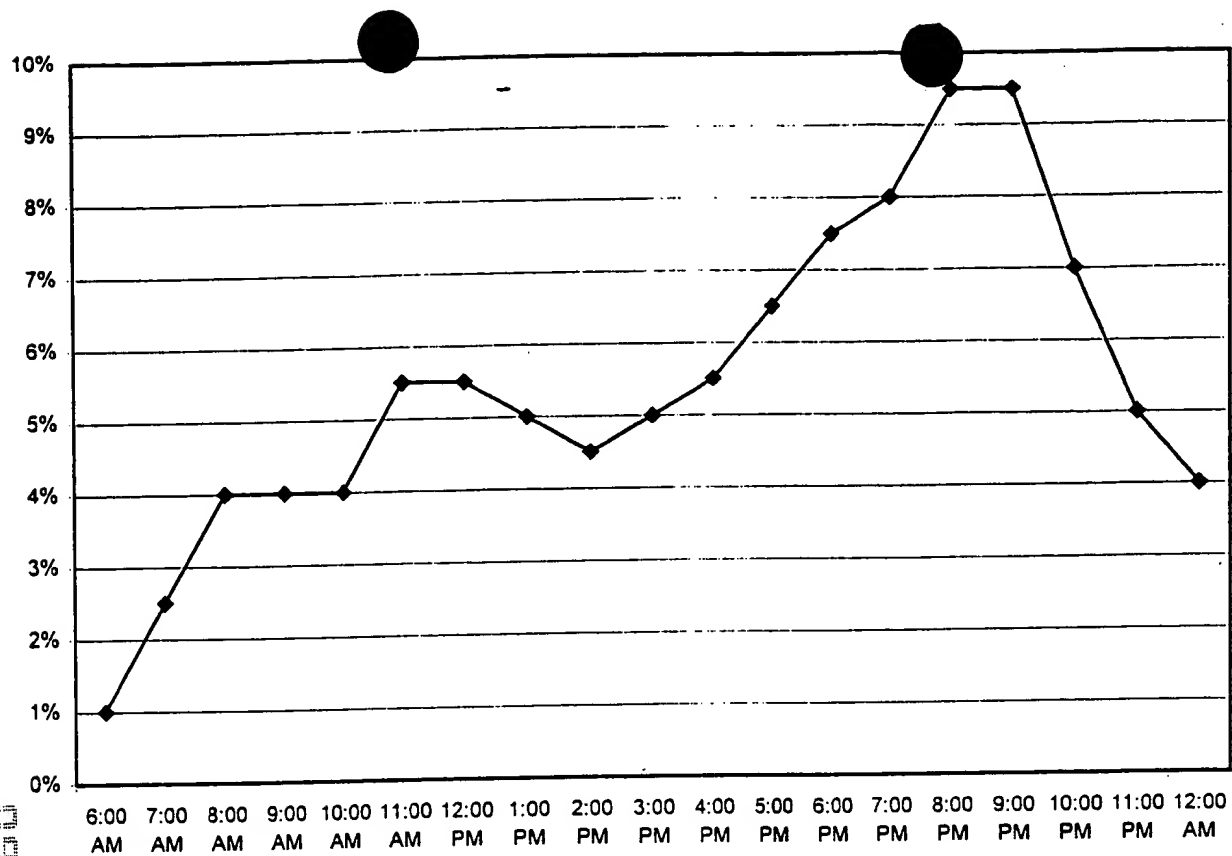


Fig. 14

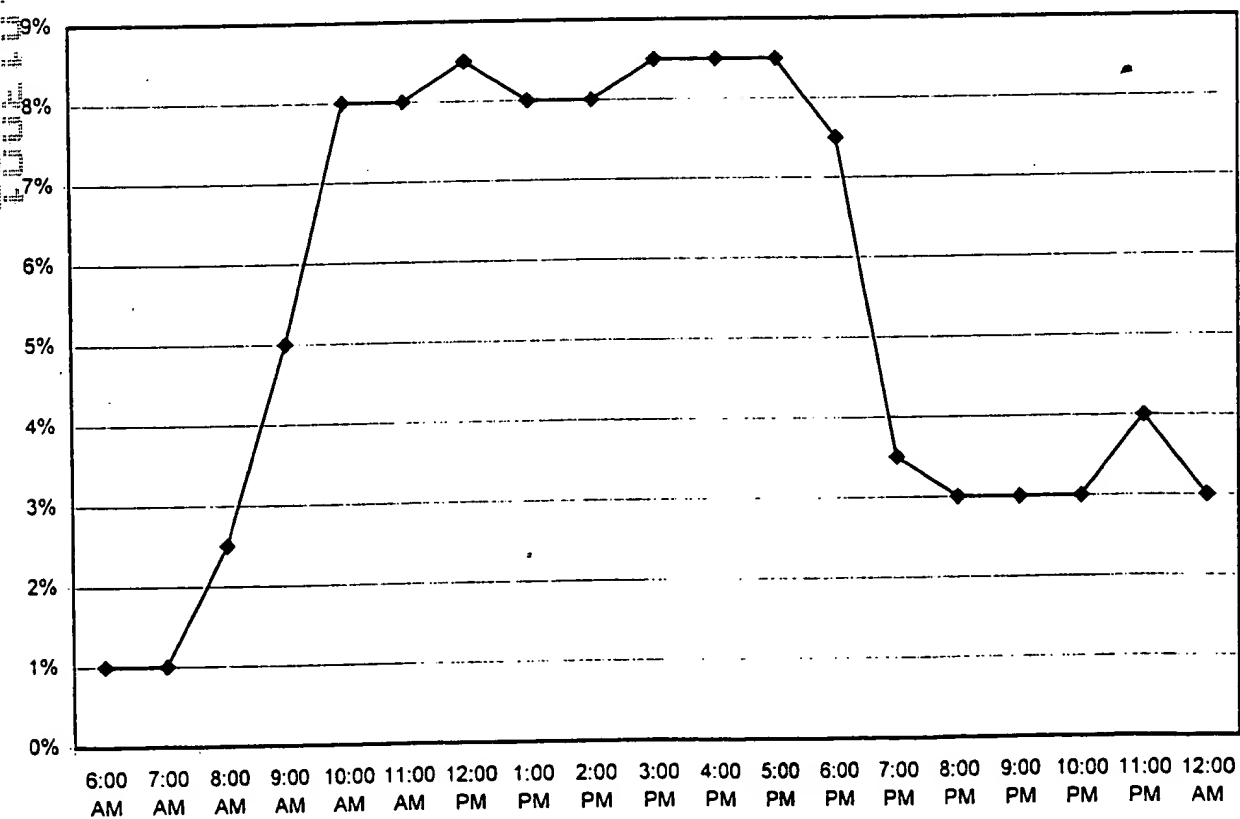


Fig. 15

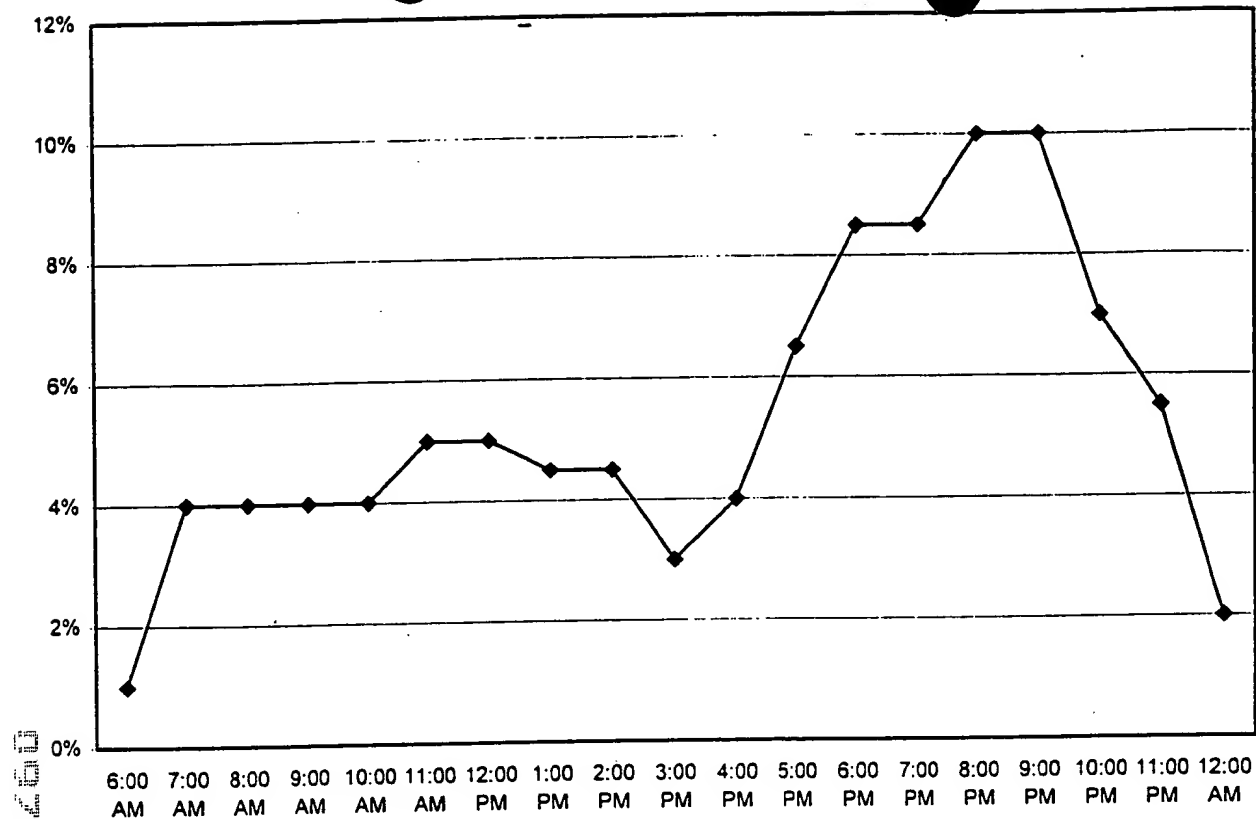


Fig. 16

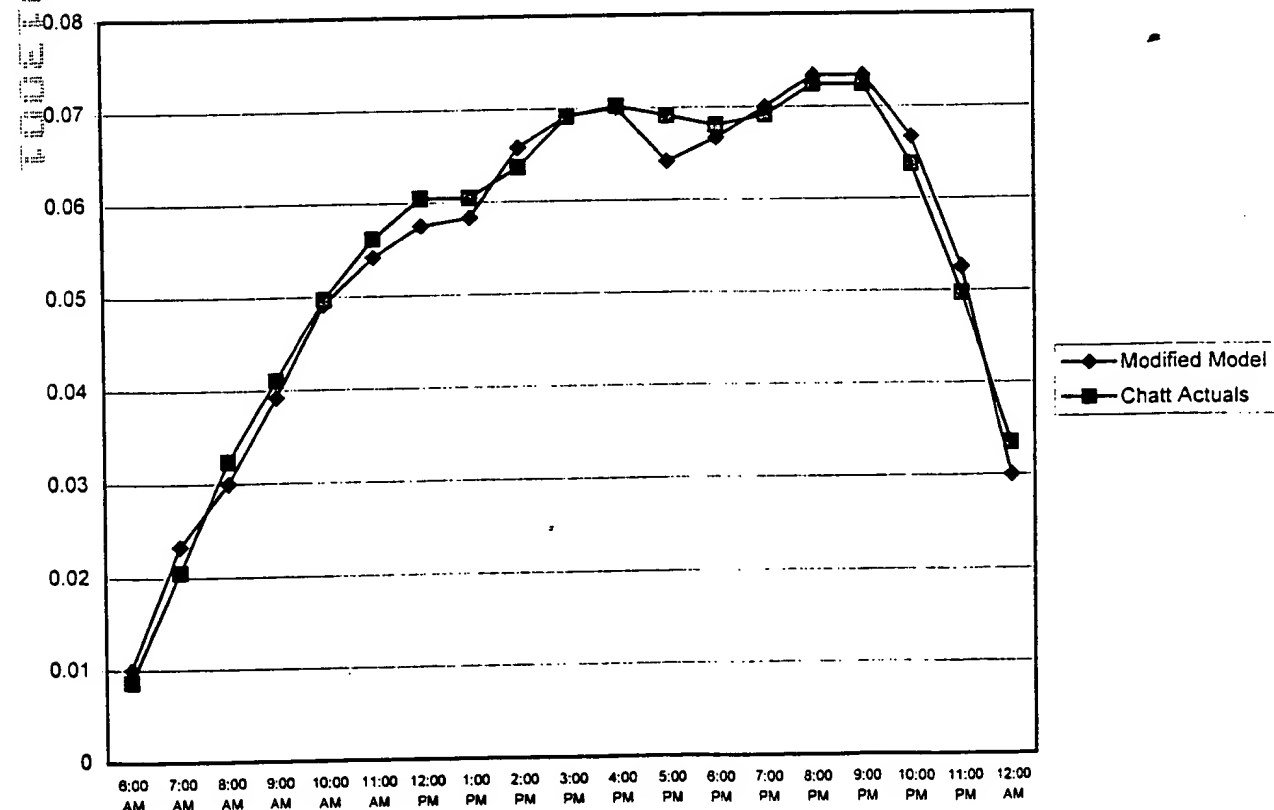


Fig. 17

Proof of Concept

Chattanooga

Cricket was EBITDA break-even in Chattanooga at 12 months

7.7% Penetration

**12 months
24,000 customers
as of 2/29/00**

5 years

Costs In First Year

Cost per Gross Add	<\$230	\$550
Support costs/Average Sub	\$5.60	\$11.45
Operations cost/MOU	\$0.013	\$0.039

Fig. 18

Capital Utilization

	Year From System Launch					
	1	2	3	4	5	10
	(In Thousands of Dollars)					
Cummulative Anticipated Capital Expenditure Per Subscriber (Average)						
PowerTel (GSM)	9,516	4,613	2,528	1,689	1,280	692
Sprint (CDMA)	19,367	4,349	1,860	954	729	586
Present Invention	2,354	2,628	1,949	1,183	877	550
Capital Expenditure Per Erlang (Average)						
PowerTel (GSM)	278	163	98	70	56	33
Sprint (CDMA)	968	217	93	47	36	29
Present Invention	47	52	38	23	17	11

Fig. 19

Re-Engineering the Cost Structure

■ Network Build-out

- High capacity CDMA
 - Latest generation equipment
- Efficient site loading
 - No underutilized roaming sites
- Designed for residential calling patterns
 - Lower % peak usage
- Capital requirement per customer 1/3 of typical PCS average in first year because of rapid customer acquisition



Lower Capital Costs

■ Network Operations

- Lower backhaul costs due to concentrated footprint
- Favorable Incoming/outgoing mix - lower interconnect cost
- Elimination of roaming clearinghouse and anti-fraud costs



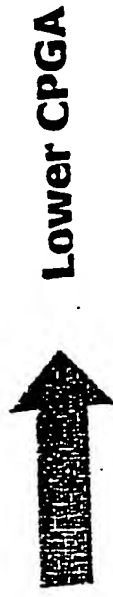
Lower Network Operating Costs

FIG. 2D_a

Re-Engineering the Cost Structure (cont'd)

■ Customer Acquisition

- Attractive value proposition sells easily
- Rapid, simple sales cycle
- Direct distribution - high volume
- Indirect distribution - no residuals or commissions
- No credit checks



Lower CPGA

■ Customer Service

- High capacity, high quality networks
- Simple monthly billing
- Low customer care costs - fewer billing disputes
- No bad debt, no fraud
- Clear statement of coverage area



Lower Back Office Costs

FIG. 20b

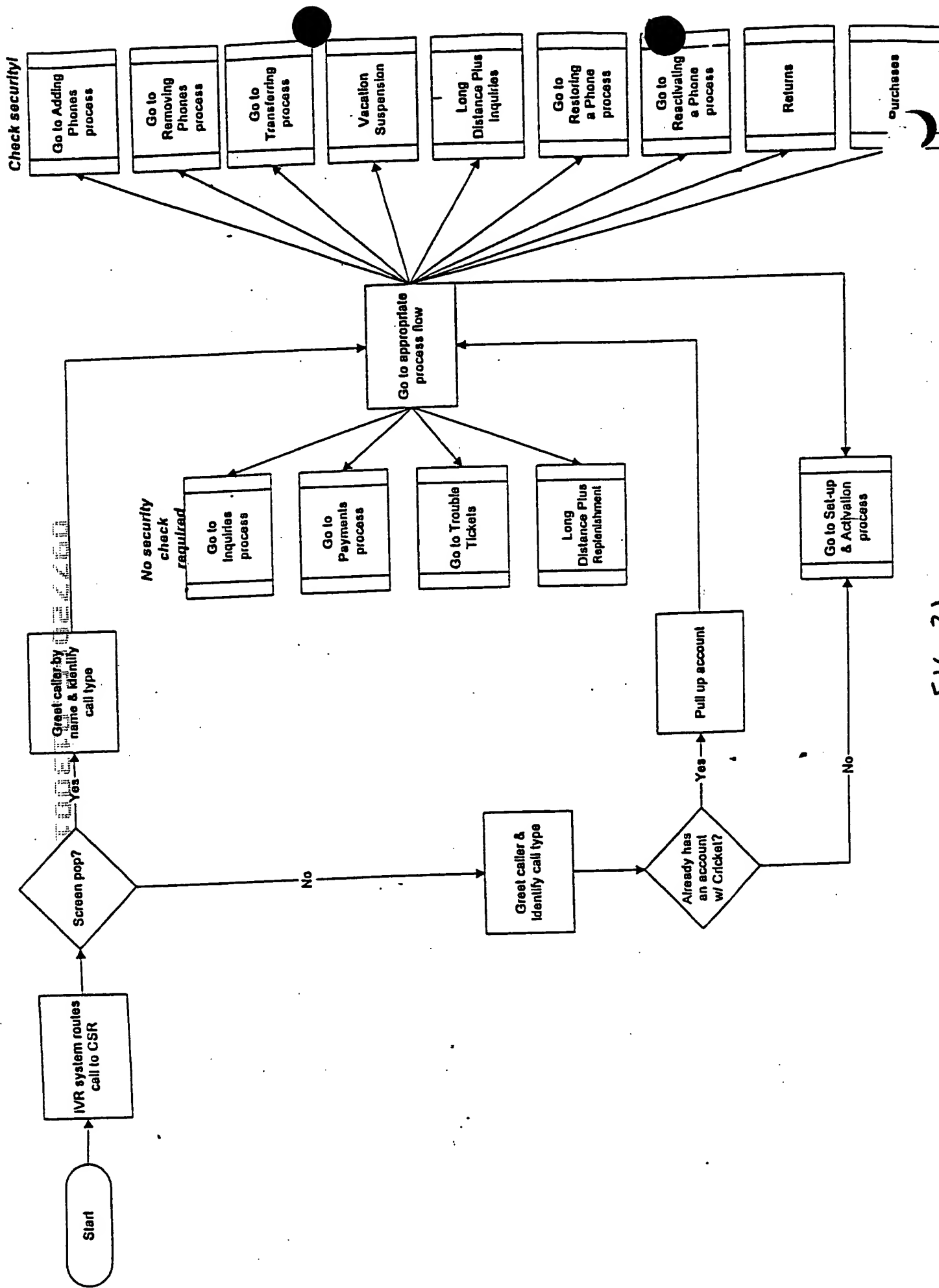


FIG. 21

FIG. 22

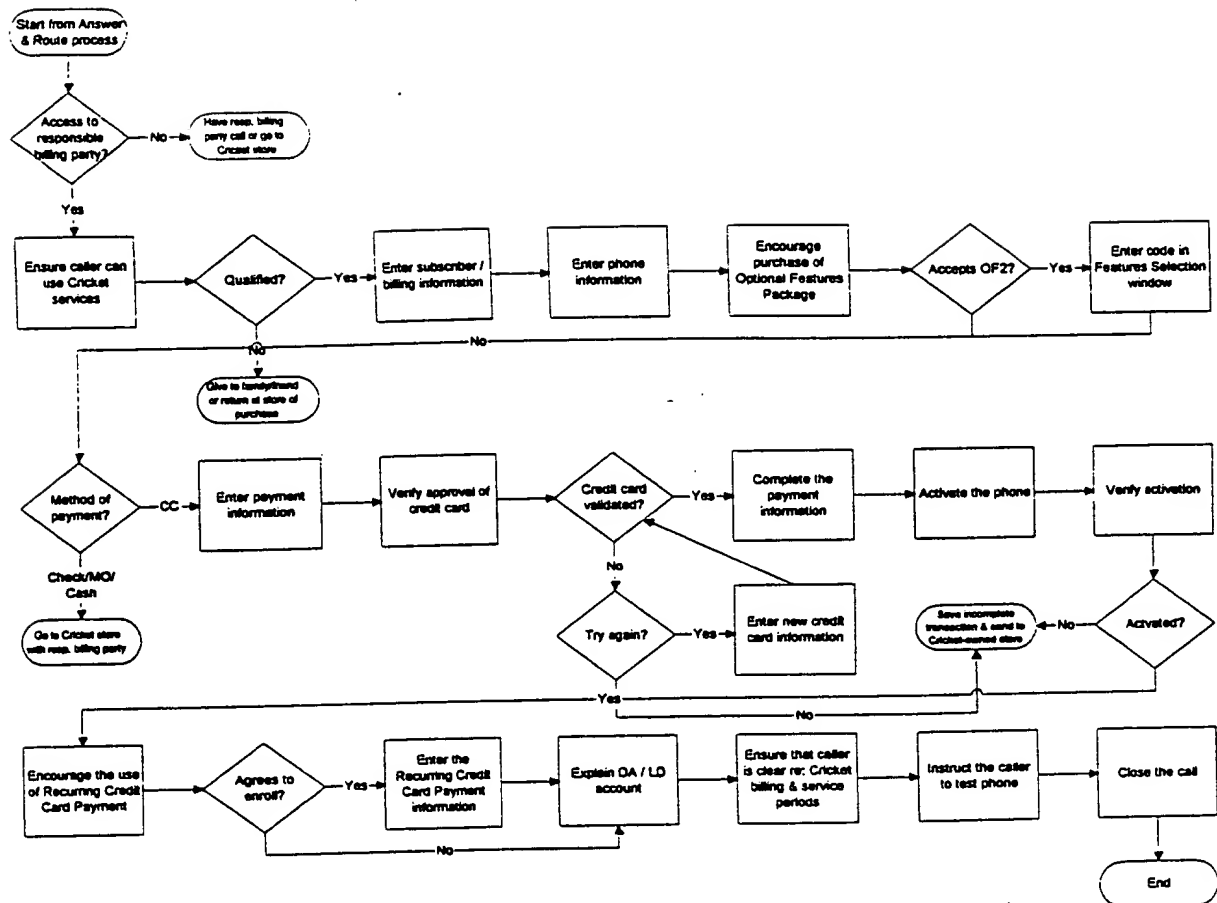


FIG. 22

Posting a Credit Card Payment to an Account

Crediting an Account

Crediting Phone Service

Adding a Charge to an Account

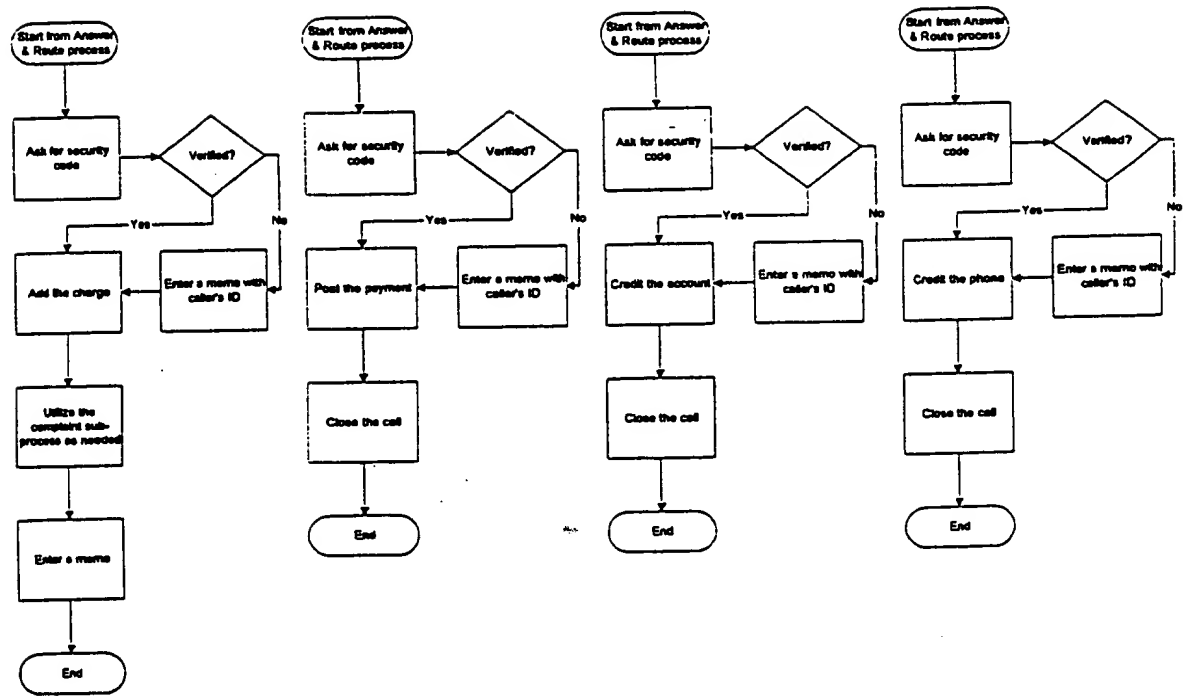


FIG. 23

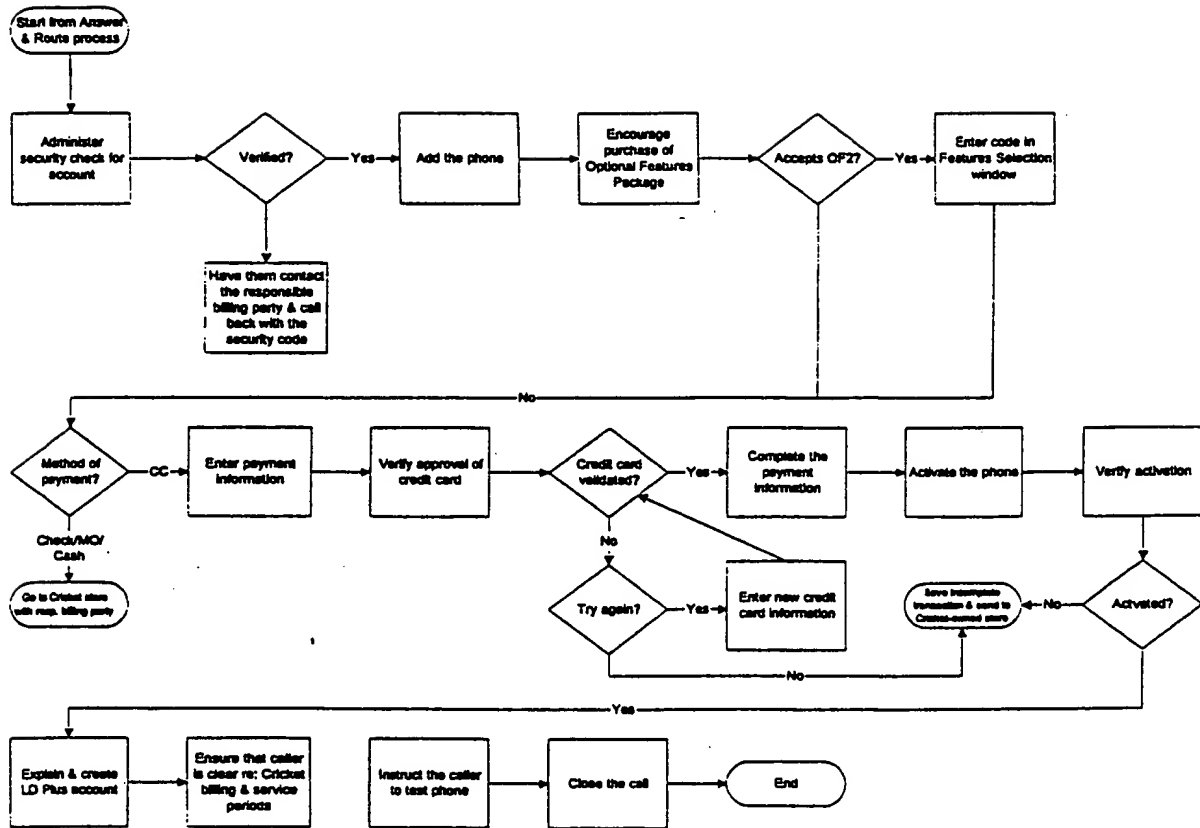


FIG. 24

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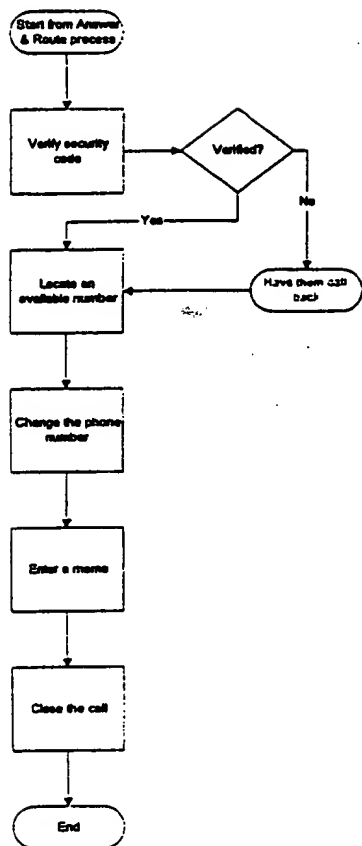
graph TD
    Start([Start from Answer & Route process]) --> Admin[Administer security check for account]
    Admin --> Success{Successful?}
    Success -- Yes --> Change[Change the appropriate information]
    Change --> Close[Close Call]
    Close --> End([End])
    Success --> Contact[Have them contact the responsible billing party & call back with the security code]
    Contact --> End
  
```

```

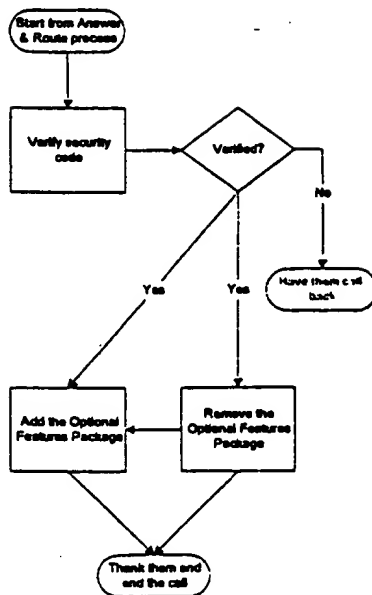
graph TD
    Start([Start from Answer & Route process]) --> Admin[Administer security check for account]
    Admin --> Success{Successful?}
    Success -- Yes --> Change[Change the credit card information]
    Change --> Close[Close call]
    Close --> End([End])
    Success --> Contact[Have them contact the responsible billing party & call back with the security code]
    Contact --> End
  
```

FIG. 27

Changing a Phone



Changing OFP Participation



Changing an ESN

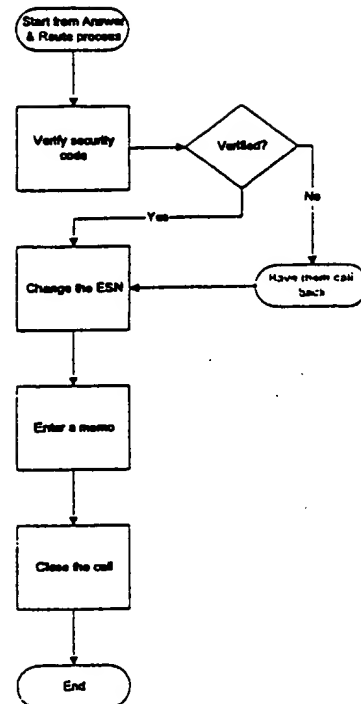


FIG. 26

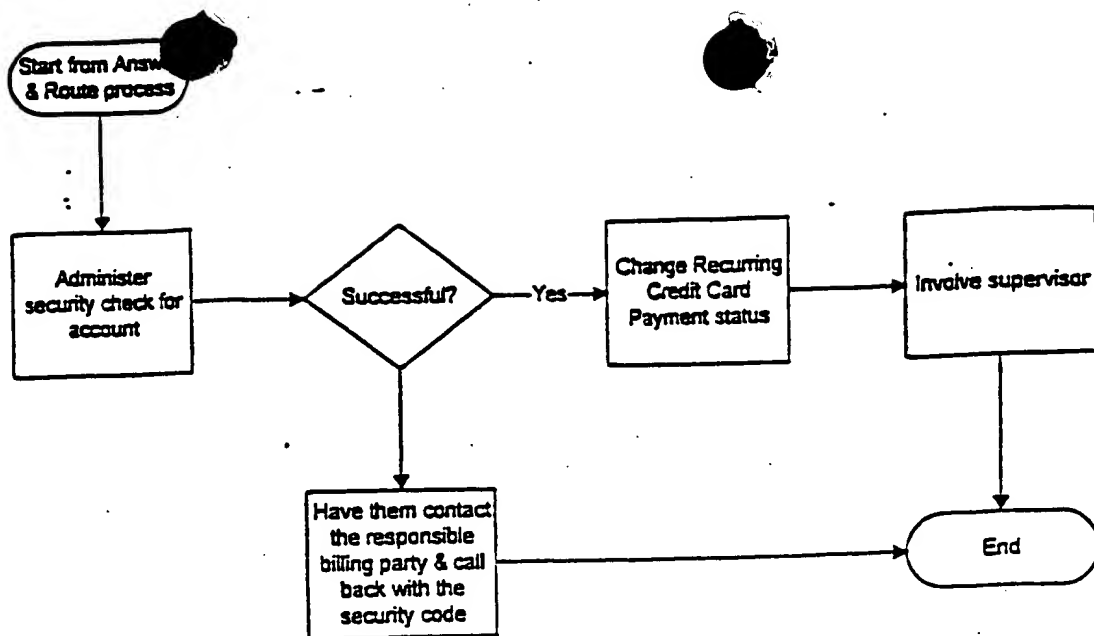


FIG. 28

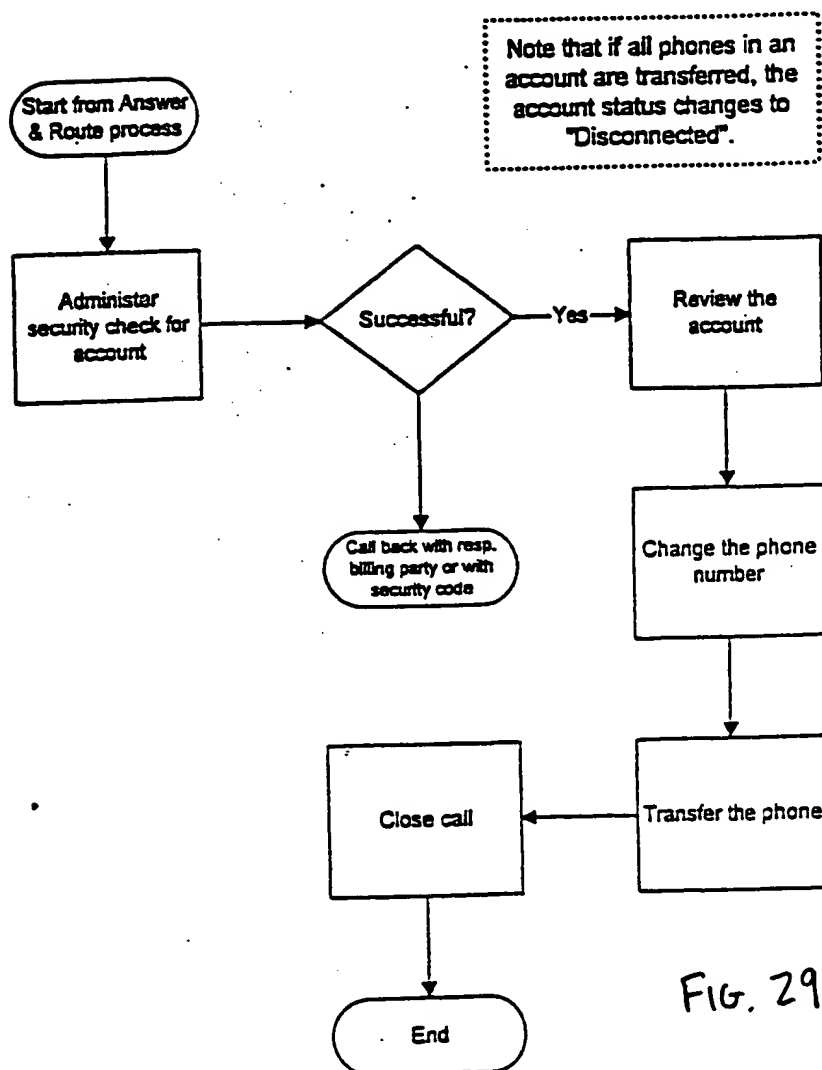


FIG. 29

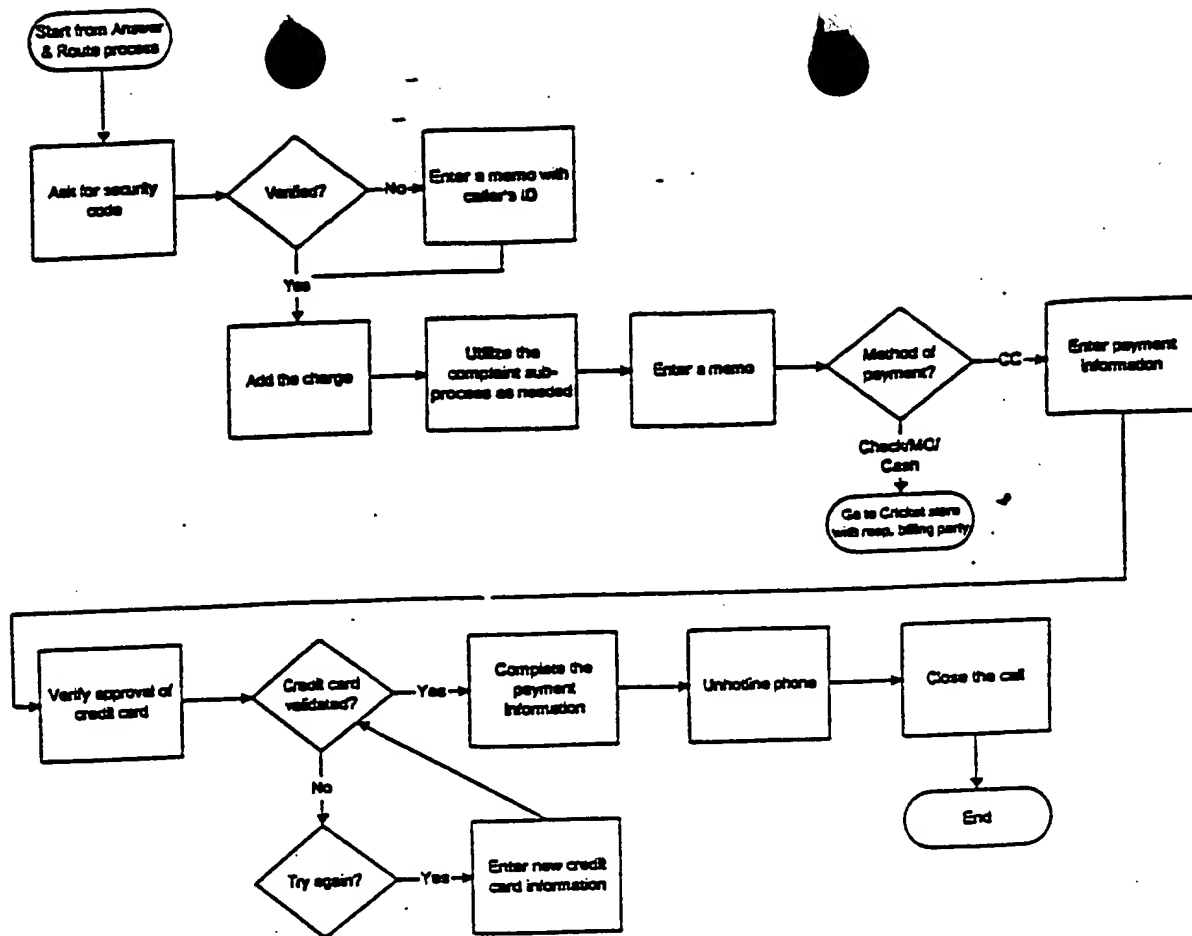


FIG.30

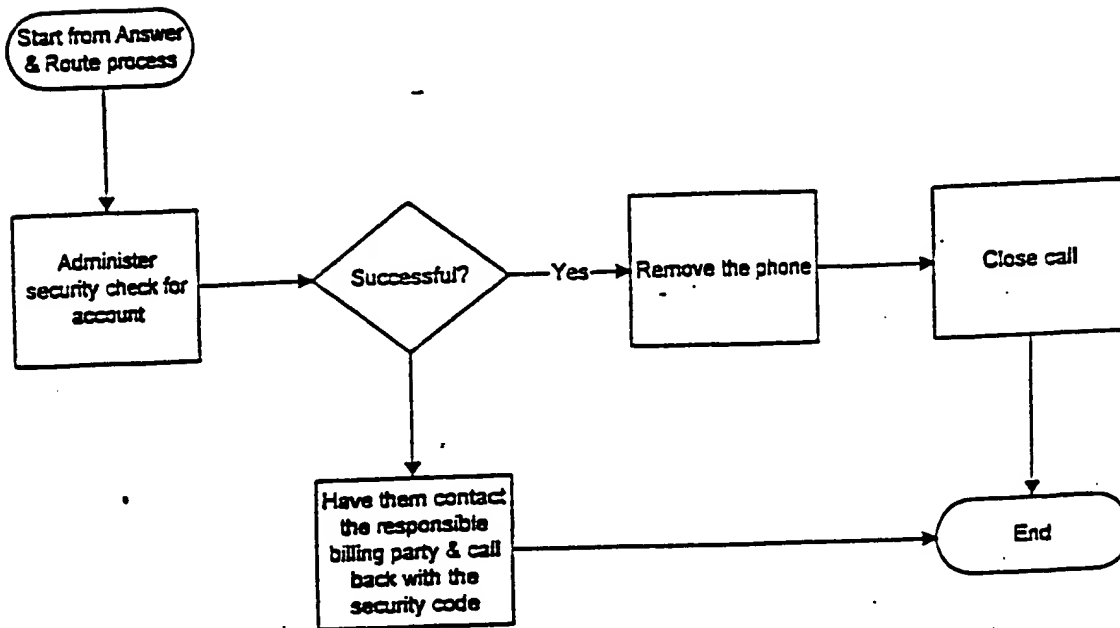
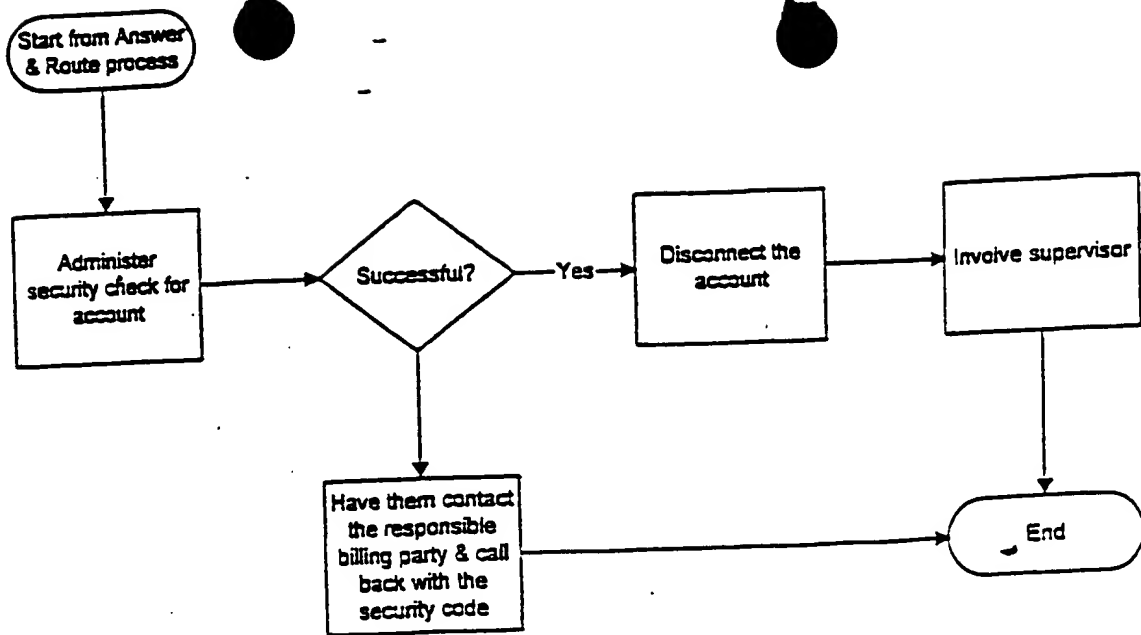


FIG.31



- FIG. 32

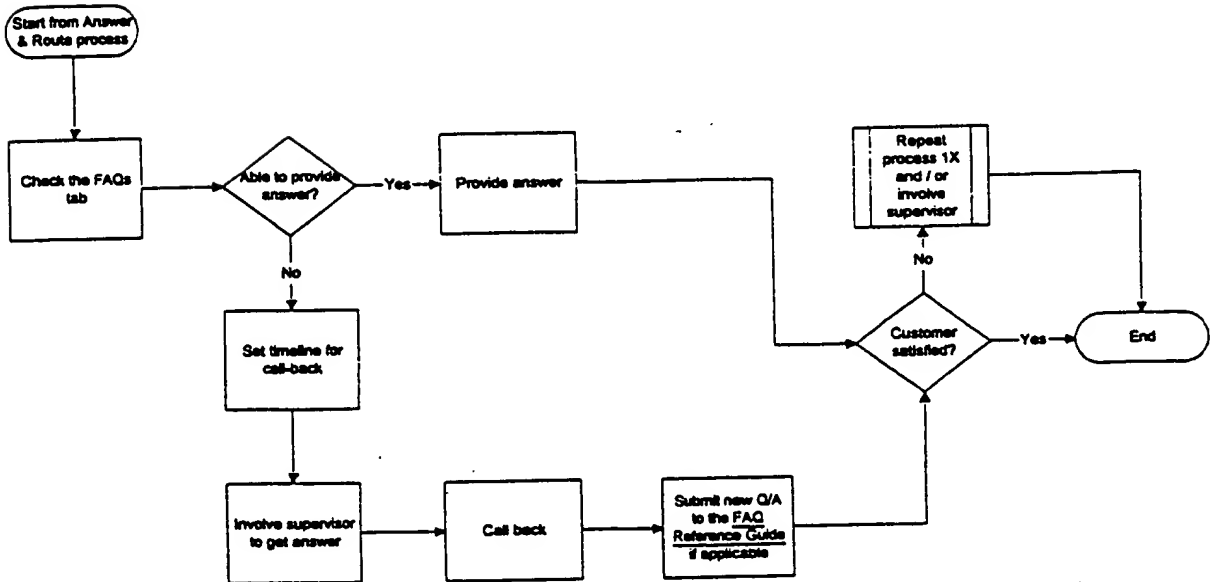


FIG. 33

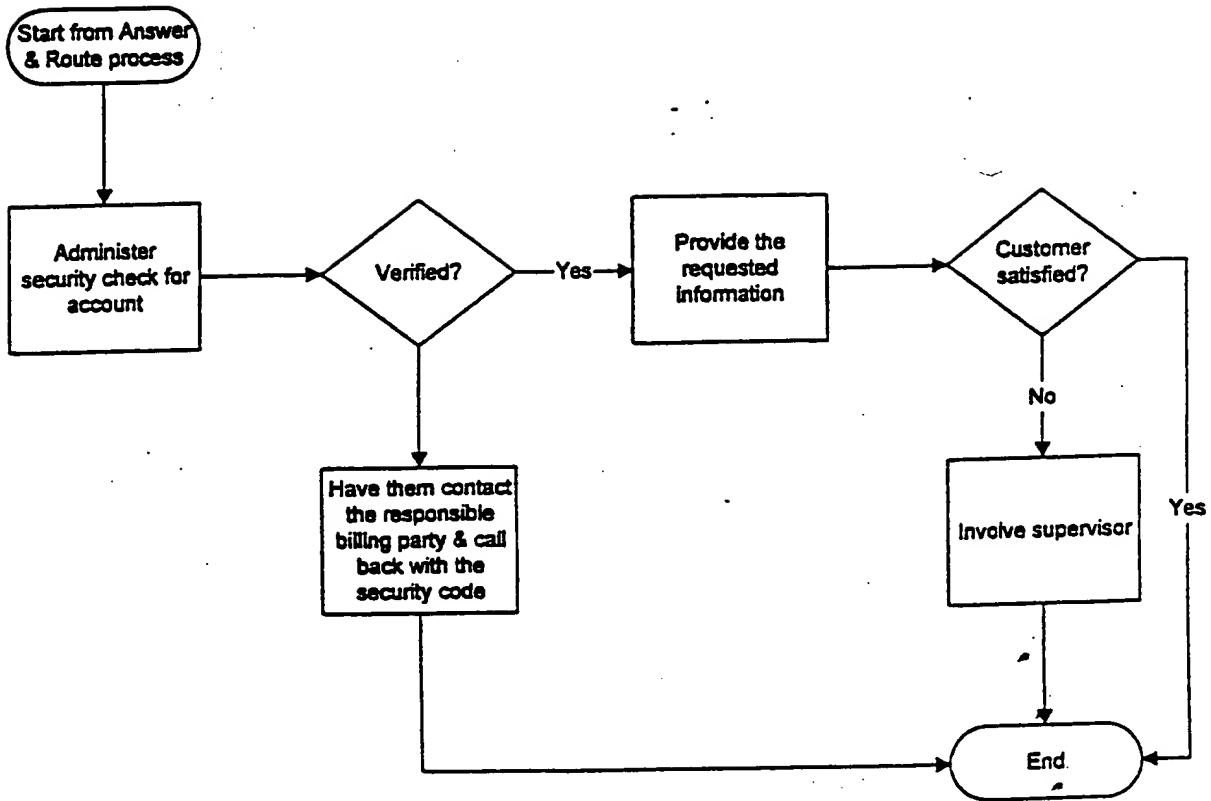


FIG. 34

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